

National Academy of Arbitrators

Presents

ADVOCACY SKILLS FOR TODAY'S WORKPLACE

Wednesday, May 25, 2011

8:45 a.m. – 5:00 p.m.

Marriott Hotel & Marina

San Diego, California

PROGRAM

8:00 – 8:45 Registration

8:45 – 9:00 Welcome and Introductions

9:00 – 9:30 How did we get here? The Evolution of Labor/ Management Relations and Arbitration In a Nutshell

Speaker: Dennis R. Nolan, Arbitrator, Past President of NAA,
Webster Distinguished Professor Emeritus of Labor Law,
South Carolina School of Law

9:30 – 10:45 Concurrent Sessions

Session I: Winning Your Case: The Nuts & Bolts of Labor Arbitration

- Developing a strong theory of your case
- Selecting the Arbitrator
- Preparing and presenting your case
- Preparing strong closing statements or written briefs
- Secrets of winning cases
- Arbitrators' pet peeves

Panel: Sara Adler, NAA, Los Angeles, CA
Richard Fincher, NAA, Phoenix, AZ

Session II: Does The Contract Really Say That? How experienced arbitrators interpret contract language.

- Discerning the parties' intent
- Resolving ambiguity in the language
- Applying principles of contract interpretation
- Determining if a past practice controls

Facilitator: Sharon Imes, NAA, La Crosse, WI

Panel: Richard Adelman, NAA, New York
Bonnie Bogue, NAA, Albany, CA
Sharon Henderson Ellis, NAA, Brookline, MA

11:00 – 12:15 Above Concurrent Sessions Repeated

12:15 – 1:30 Join arbitrators and advocates for lunch on your own.

1:30 – 3:30 Putting it All Together

A lively, fast-paced interactive session on procedural, substantive, and cutting edge issues with advocates providing arguments and arbitrators deciding. You are invited to participate in the give and take.

Moderator: Mei Bickner, NAA, Newport Beach, CA

Panel: Tom Angelo, NAA, Mill Valley, CA
Andria Knapp, NAA, San Francisco, CA
George Howard, Jones Day, San Diego
Fern Steiner, Tosdal Smith Steiner Wax, San Diego
Lou Zigman, NAA, Los Angeles, CA

3:30 – 4:00 Afternoon Break

4:00 – 5:00 Let's Talk: What haven't we covered that you want to discuss?

Moderator: Jan Frankman, NAA, Minneapolis, MN

Panel: Tim Buckalew, NAA, Westborough, MA
Joan Ilivicky, NAA, New York, NY
Betsy Wesman, NAA, Hendersonville, NC

***For more information and registration, please go to:
http://www.naarb.org/coming_meetings***